

Message Text

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PAGE 01 STATE 001900
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INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 SIG-02 CIAE-00
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DRAFTED BY COM/BIC/OIM/ITALY/SSPAULDING/JK
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COM/BIC/OIM/ITALY/TMOORE
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EUR/RPE/ECASEY (INFO)

-----060116Z 085570 /62

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FM SECSTATE WASHDC

TO AMEMBASSY ANKARA PRIORITY

AMEMBASSY AMMAN PRIORITY

AMCONSUL AMSTERDAM PRIORITY

AMCONSUL ANTWERP PRIORITY

AMEMBASSY ATHENS PRIORITY

AMCONSUL BARCELONA PRIORITY

AMCONSUL BELFAST PRIORITY

AMEMBASSY BELGRADE PRIORITY

AMEMBASSY BERN PRIORITY

AMEMBASSY BONN PRIORITY

AMEMBASSY BRUSSELS PRIORITY

AMEMBASSY CAIRO PRIORITY

AMCONSUL CASABLANCA PRIORITY

AMEMBASSY COPENHAGEN PRIORITY

AMCONSUL DHAHRAN PRIORITY

AMEMBASSY DUBLIN PRIORITY

AMCONSUL EDINBURGH PRIORITY

AMCONSUL FLORENCE PRIORITY

AMCONSUL FRANKFURT PRIORITY

AMCONSUL GENOA PRIORITY

AMEMBASSY THE HAGUE PRIORITY

AMCONSUL ISTANBUL PRIORITY

AMEMBASSY JIDDA PRIORITY

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AMEMBASSY LISBON PRIORITY

AMEMBASSY LUXEMBOURG PRIORITY

AMEMBASSY MADRID PRIORITY

AMCONSUL NAPLES PRIORITY

AMEMBASSY OSLO PRIORITY

AMCONSUL PALERMO PRIORITY

AMEMBASSY PARIS PRIORITY

AMEMBASSY RABAT PRIORITY
AMEMBASSY ROME PRIORITY
AMEMBASSY STOCKHOLM PRIORITY
AMEMBASSY TEHRAN PRIORITY
AMEMBASSY TEL AVIV PRIORITY
AMCONSUL THESSALONIKA PRIORITY
AMCONSUL TRIESTE PRIORITY
AMEMBASSY TRIPOLI PRIORITY
AMEMBASSY TUNIS PRIORITY
AMCONSUL TURIN PRIORITY
AMEMBASSY VALLETTA PRIORITY
AMEMBASSY VIENNA PRIORITY
AMCONSUL ZAGREB PRIORITY
AMCONSUL ZURICH PRIORITY
INFO AMCONSUL MILAN
AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: BEXP, XT, XF, XG, XH

SUBJECT: PROMOTION IN SUPPORT OF THE INDUSTRIAL AND
COMMERCIAL SECURITY EQUIPMENT EXHIBITIONS U.S. TRADE
CENTERS, LONDON, MARCH 14-17, 1977 AND MILAN, MARCH 22-26,
1977

REF: MILAN 2778

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A. INTRODUCTION:

AN EXHIBITION FEATURING INDUSTRIAL AND COMMERCIAL SECURITY
EQUIPMENT WILL BE HELD AT THE U.S. TRADE CENTERS IN LONDON
AND MILAN ON THE ABOVE SUBJECT DATES. THESE EXHIBITIONS
WILL HAVE SOME OF THE LATEST AMERICAN EQUIPMENT FOR FIRE
DETECTION, INTRUSION ALARM SYSTEMS, ACCESS CONTROL EQUIP-
MENT, SURVEILLANCE EQUIPMENT, PERIMETER ALARM DEVICES,
IDENTIFICATION SYSTEMS, BOMB SNIFFERS AND WALK THROUGH
METAL DETECTORS. ALSO DEVICES FOR LIBRARY BOOK CONTROLS,
HOSPITAL PATIENTS, HOTEL GUEST CONTROLS AND BANK SECURITY.

OVER 30 U.S. COMPANIES REPRESENTING ALL TYPES OF THIS
EQUIPMENT WILL DISPLAY AND SELL THEIR PRODUCTS AT THESE

TWO EVENTS. 20 OF THESE EXHIBITORS ARE ACTIVELY SEEKING
REPRESENTATION IN THE UK, ITALY AND IN OTHER DESIGNATED
COUNTRIES. (SEE ATTACHMENT 1).

A BROAD RANGE OF EQUIPMENT TO BE DISPLAYED WILL HAVE A DIRECT APPEAL TO ANY ORGANIZATION WITH FIRE, THEFT, SECURITY, IDENTIFICATION PROBLEMS. LISTED BELOW ARE THE MOST OBVIOUS USERS OF SECURITY EQUIPMENT:

APARTMENT BUILDINGS
AUTOMOBILE MANUFACTURERS
BANKS
BUILDING-CONSTRUCTION FIRMS
DEPARTMENT STORES
FIRE DEPARTMENTS
GAS STATIONS
HOSPITALS
HOTELS AND MOTELS
INDUSTRIAL PLANTS AND WAREHOUSES
INSURANCE COMPANIES
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JEWELRY AND OTHER RETAIL STORES
LIBRARIES
MILITARY
MUNICIPAL GOVERNMENTS
MUSEUMS AND HISTORICAL MONUMENTS
NATIONAL GOVERNMENTS
NUCLEAR FACILITIES
PARKING LOTS
POLICE AND PENAL INSTITUTIONS
REFINERIES AND CHEMICAL PLANTS
SAFE AND VAULT MANUFACTURERS
SCHOOLS
SECURITY EQUIPMENT INSTALLERS
SUPERMARKETS
TRANSPORTATION FIRMS
THEATERS, CLUBS , AND RESTAURANTS
TELEPHONE AND COMMUNICATION COMPANIES

B. ACTION REQUESTED:

POSTS ARE REQUESTED TO PUBLICIZE THESE EVENTS AS THEY CONSIDER APPROPRIATE IN THEIR AREAS THROUGH LOCAL BULLETINS CHAMBERS OF COMMERCE, TRADE ASSOCIATIONS, LOCAL PRESS, DIRECT MAILING, AND PERSONAL CALLS ON KEY CUSTOMERS AND AGENT/DISTRIBUTORS AS INDICATED ON THE LIST IN SECTION A (ABOVE).

THE CENTERS WILL SEND UPON REQUEST BY THE ACTION POSTS A SUPPLY OF SHOW CATALOGS AND INVITATIONS FOR DISTRIBUTION TO POTENTIAL VISITORS.

INQUIRIES ABOUT INDIVIDUAL EXHIBITORS SHOULD BE REFERRED TO
THE APPROPRIATE TRADE CENTER DIRECTOR,

FOR LONDON,

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----- CHARLES M. SHAW
----- U.S. TRADE CENTER
----- 4/5 LANGHAM PLACE
----- LONDON, W.1
----- ENGLAND
----- TEL: (01) 637-0581; TELEX 24196

FOR MILAN,

----- WILLIAM B. WHITMAN
----- VIA GATTAMELATA 5
----- 20149 MILAN, ITALY
----- TEL: 46-96-451; TELEX 36208

IN ORDER THAT THE EXHIBITOR CAN BE ALERTED TO ANY TRADE
OPPORTUNITY.

POSTS ARE REQUESTED TO ADVISE THE TRADE CENTERS OF LIKELY
VISITORS FROM THEIR AREAS SO THAT THEY CAN BE GIVEN
SPECIAL ATTENTION.

THE FOLLOWING ARE LISTS OF EXHIBITORS AND THEIR PRODUCTS
AS OF THIS DATE AND INDICATE WHICH EXHIBITORS ARE
ACTIVELY SEEKING REPRESENTATION IN ITALY AND ELSEWHERE.

IT IS ALSO HOPED THE POSTS CAN ENCOURAGE POTENTIAL AGENT/
DISTRIBUTORS TO VISIT THE NEAREST EXHIBITION AND MEET
WITH THE AMERICAN COMPANIES SEEKING REPRESENTATION IN
THEIR AREAS AS NOTED IN ATTACHMENT 1. AT THIS TIME 15
COMPANIES ARE EXPECTED TO PARTICIPATE IN BOTH EXHIBITIONS.

ATTACHMENT 1A -- (PARTIAL LIST)

FIRMS SEEKING AGENTS/DISTRIBUTORS:

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1 2 3 4 5 6 7 8 9 10 11 12 13 14

APS (B) X X X X X
 ALARMS SUPPLY (L) X X X X X
 CC SYSTEMS (B) X X X X X X X X X X X X
 MIES (B) X X X X X
 KNOGO (B) Z X
 INFINETICS (L) X X X X X X X X X X
 U.S.I. (B) X X X X X X X X X X X X
 INTERSTATE (B) X X X X X X X X X X X X
 SCHIRMER (M) X X X X X X X X X X X X
 U.S. CURRENCY
 --PROT (B) X X X X X X X X X X X X
 ACON INT'L (M) X X X X X X X X X X X X
 HOTELTRON (L) X X X X X X X X X X X X
 UNISEC (M) X X X X
 C-M INDUSTRIES (B) X X X X X X X X X X X X
 DIAMOND ELECTRONICS
 --(M) X X X X
 FALCON (B) XX X X X X X X X X X X
 IDENTIMAT (L) X X X X X
 PYR-A-LARM INC (B)
 SURVEILLANCE
 --UNLIMITED (L) X X X X X X X X X X X X
 VENUS SCIENTIFIC
 --(M) X X X X X X X X X X X X

COUNTRY CODES:

1 UK; 2 ITALY; 3 FRANCE; 4 BENELUX;
 5 GERMANY; 6 SWITZERLAND; 7 AUSTRIA; 8 SPAIN;
 9 PORTUGAL; 10 YUGOSLAVIA; 11 SCANDINAVIA;
 12 NORTH AFRICA; 13 MID EAST; 14 GREECE.

(B) BOTH EXHIBITIONS; (L) LONDON ONLY; (M) MILAN ONLY

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ATTACHMENT 1B

EXHIBITORS: PRODUCTS:

APS (B) MOTION DETECTORS, CCTV, CAMERAS

ALARM SUPPLY(L) WIDE RANGE OF SECURITY PRODUCTS

CC SYSTEMS (B) TELEPHONE ANALYZERS AND BUG DETECTORS

MEES (B) REPRESENTING FIVE DIVERSE AM.

-- SECURITY COMPANIES

KNOGO (B) LIBRARY BOOK DETECTION SYSTEM

INFINETICS (L) WALK THRU AND HAND HELD BOMB DETECTORS
U.S.I. (B) SMOKE DETECTORS AND BURGULAR ALARMS
INTERSTATE (B) SMOKE DETECTORS AND FIRE EXTINGUISHERS
SCHIRMER (M) ULTRASONIC CAMERA SYSTEMS
U.S. CURRENCY
--PROT. (B) CURRENCY GUARD SECURITY SYSTEM
ACON INT'L (M) CCTV, CRIMINAL RESEARCH PRODUCTS, ALA-
-- RMS
HOTELTRON (L) LETTER BOMB DETECTORS, HOTEL SECURITY
-- DISPLAY
UNISEC (M) ULTRASONIC DETECTION SYSTEM
C-M INDUSTRIES (B) GAS DETECTION VENTILATION SYSTEMS
DIAMOND ELECTRONICS
--(M) CCTV, VIDEO AND INSTRUMENT RECORDERS
FALCON (B) ACCESS CONTROL, INDUSTRIAL MONITORING
IDENTIMAT (L) ACCESS CONTROLS, IDENTIFICATION
-- SYSTEMS
PRY-A-LARM (B) SMOKE DETECTORS
SURVEILLANCE
--UNLIMITED (L) PERIMETER SURVEILLANCE
VENUS SCIENTIFIC
--(M) LOW LIGHT LEVEL TV CAMERAS

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ATTACHMENT 2 -- (PARTIAL LIST)

OTHER EXHIBITORS: PRODUCTS:

ADVISOR INT'L (L) ULTRASONIC INTRUSION DETECTORS
BELL AND HOWELL (M) ENCODERS, RECEIVER DECODERS
E.J. BROOKS (M) PROTECTIVE SEALS AND SCALING DEVICES
CARDKEY SYSTEMS (L) ACCESS CONTROL SYSTEMS
CASSADY ENG. (B) SMOKE AND HEAT DETECTORS, BURGULAR
-- ALARMS
DEKTOR (L) BUG DETECTORS
FILMDEX (L) CCTV FILM RECORDER, CHECK CASHING
-- CAMERAS
LENZAR OPTICS (L) NIGHT VISION LENSES
SECURITY ENG.
--MACHINERY (L) SHREDDERS/DISINTEGRATORS
STELLAR SYSTEMS (M) E-FENCE DETECTION PERIMETER ALARMS
ALL-RITE INDUSTRIES
--(L) SECURITY LOCKS
NAPCO SECURITY
--SYSTEMS (M) WIRELESS ALARM SYSTEMS
TRANSCIENCE
--INDUSTRIES (M) ALARM SYSTEMS

RIVERSIDE MFG. (L) ASSORTED SECURITY UNIFORMS
GTE SYLVANIA (B) FENCE PROTECTION SYSTEMS
KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 05-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: STATE
Handling Restrictions: n/a
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Litigation History:
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 7
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 MILAN 2778
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
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SAS ID: 3656770
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Subject: PROMOTION IN SUPPORT OF THE INDUSTRIAL AND COMMERCIAL SECURITY EQUIPMENT EXHIBITIONS U.S. TRADE CENTERS, LONDON, MARCH 14-17, 1977 AND MILAN, MARC
TAGS: BEXP, XT, XF, XG, XH
To: ANKARA AMMAN MULTIPLE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/b381b8dc-c288-dd11-92da-001cc4696bcc
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